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# SOURCES OF VOLUNTARY AGENCY INCOME 1979–1980

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## INTRODUCTION

This report summarizes the amount and source of income received by voluntary member agencies of the Child Welfare League of America for use in the fiscal year ending between May 31, 1979 and September 30, 1980.[1] Only income for current agency operations is included in the survey. Income for capital purposes and transfers of funds from capital are not included.

In July 1980, survey forms (a copy of which appears at the end of this report) were mailed to 235 voluntary agency members of the Child Welfare League of America. By October, 208 completed forms had been returned, for a response rate of 89%, as follows:

| *Type of Agency* | *U.S.* | *Canada* | *Total* |
|---|---|---|---|
| Child Welfare | 121 | 5 | 126 |
| Child and Family | 81 | 1 | 82 |
| Total | 202 | 6 | 208 |

Tables 1 and 2 present data on *nongovernmental* sources of income for all participating U.S. agencies. In Table 2 the data are analyzed by the *type of agency*. Table 3 presents the *governmental* sources of income for the U.S. agencies. Table 4 presents the data by *region* and *size of staff* for all participating agencies in the U.S. and Canada. Table 5 gives the percentages of income from major sources by *region* for the U.S. and Canada. Table 6 reports U.S. income data by *auspices*. Table 7 presents the *trends* in the major sources of income for U.S. agencies over the past decade.

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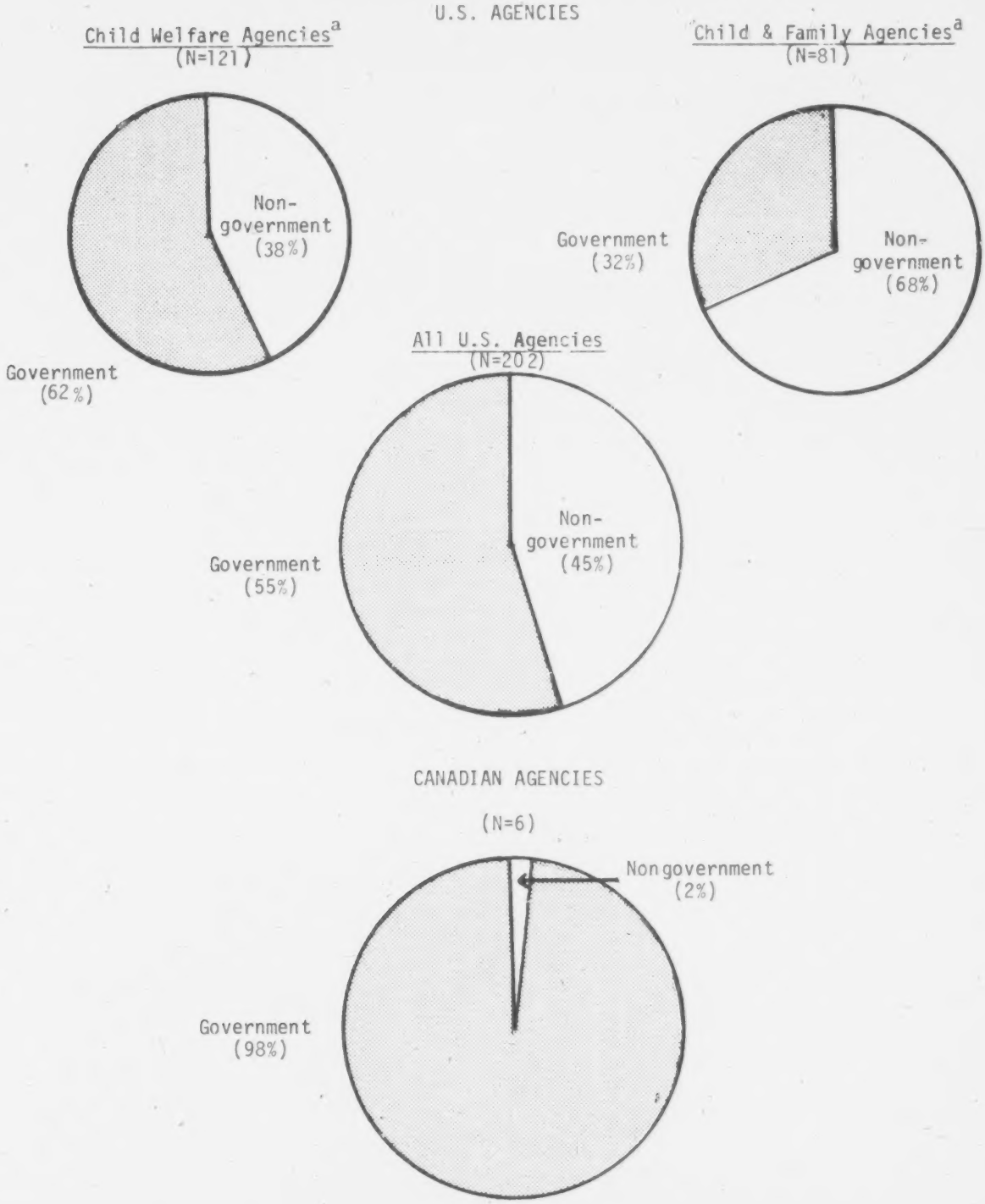
1 Three-fourths of the agencies reported on a fiscal year ending in 1979, ranging from May 31 to December 31. One-fourth reported on a fiscal year ending in 1980, ranging from January 31 to September 30.

## THE FINDINGS

Figure 1 illustrates the major breakdown in sources of agency income--that between governmental and nongovernmental sources--for the U.S. and Canadian agencies participating in the survey. The U.S. agencies receive over half of their income (55%) from governmental sources and the remainder (45%) from nongovernmental sources. The Canadian agencies in contrast receive nearly all of their income (98%) from the government.

In Figure 1 and in some of the tables that follow, the U.S. agencies are divided into two types--Child Welfare agencies and Child and Family agencies--on the basis of their program. The Child and Family agencies have a family service program in addition to their child welfare services. Figure 1 shows that the Child Welfare agencies receive a much greater proportion of their income from the government (62%) than do the Child and Family agencies (32%).

FIGURE 1: PROPORTION OF INCOME FROM GOVERNMENTAL AND NONGOVERNMENTAL SOURCES, U.S. AND CANADA




[a] A distinction based on agency program. See text for explanation.

Table 1 presents the sources of nongovernmental income for all U.S. agencies.[1] Less than half of the total income (45%) for all U.S. agencies reporting is derived from nongovernmental sources.

Although all agencies receive some form of nongovernmental funding, it is apparent from the column entitled Percent of Agencies Reporting Any Income from Source that there is no one source common to all agencies. The largest percentage of agencies receive income from Contributions (85%), Investments (84%), and the United Way (84%).

The Median Amount column represents that amount of income that is the middle value for all those agencies that receive any income from a given source. For instance, the median amount from the United Way is $158,050. In other words, of those agencies that receive any income from this source, half receive less and half receive more than this amount.

The Median Percent of Agency Income is arrived at by computing for each agency that reports any income from a given source the percentage of that agency's total income deriving from that source. These percentages for all agencies are then ordered from low to high and the midpoint that divides the sample in half is the median percent. For instance, the median percent of income from the United Way is 23%. This means that half of the agencies that receive any funding from the United Way receive more than 23% of their total income from that source and half receive less than 23%.

The Median Amount and Median Percent of Agency Income columns are similar in that they are based only on those agencies that receive any income from the particular source (that is, the agencies represented in the Percent of Agencies Reporting Any Income from Source column). They are also similar in that they describe what might be called the "typical" or "average" agency with respect to a given source of income. While no one agency in our sample may actually receive 23% of its income or $158,050 from the United Way, these figures help us understand what an agency would receive that fell right in the middle of our sample for that source of income. These two median figures appear in several of the tables in this report and provide benchmarks for agencies to use for comparison with other agencies. An agency can consult the sources of income report it submitted for this study and see how the amounts and percentages it receives from each source compares to the "average" agency receiving money from the same source.

Percent of All Income is computed by dividing the total income received by all agencies from a particular source by the total income from all sources. For instance, in Table 1 it can be seen that 16% of all the income of all the U.S. agencies comes from the United Way.

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[1]See the copy of the survey form at the end of this report for a fuller explanation of each source of income and for the total dollar amount received from each source by all participating U.S. agencies.

TABLE 1

SOURCES OF NONGOVERNMENTAL INCOME,
U.S. AGENCIES (N = 202)

| *Source of Non-governmental Income* | *Percent of Agencies Reporting Any Income from Source* | *Median Amount* | *Median Percent of Agency Income* | *Percent of All Income* |
|---|---|---|---|---|
| United Way | 84% | $158,050 | 23% | 16% |
| Sectarian Federations | 24 | 89,750 | 10 | 4 |
| Contributions | 85 | 23,650 | 2 | 5 |
| Foundation Grants | 37 | 13,350 | 1 | 2 |
| Investments | 84 | 43,800 | 5 | 8 |
| Reimbursements from Clients | 46 | 19,300 | 1 | 3 |
| Fees from Clients | 73 | 41,800 | 5 | 4 |
| Purchase of Service/ Third Party Payments (from nongovernmental organizations) | 34 | 12,000 | 2 | 2 |
| Other Nongovernmental Sources | 52 | 4,500 | 1 | 1 |
| Total Nongovernmental Income | 100% | $381,750 | 53% | 45% |

By every measure shown in Table 1, it is clear that United Way funding far surpasses all other sources of nongovernmental income in importance to this sample of U.S. agencies. The next most important source of non-governmental income for all agencies taken together is investment income. For the one-fourth of the sample that receives money from sectarian federations, however, the second most important source of funding is the sectarian funds.

Table 2 reports the sources of nongovernmental income for Child Welfare and Child and Family agencies. Both types of agencies receive income from nongovernmental sources. However, they differ with regard to the percentage of their income that is derived from nongovernmental sources. Child Welfare agencies receive 38% of their total income from nongovernmental sources while Child and Family agencies receive 68%.

It is apparent from the first two columns that both types of agencies most frequently receive funding from the same four sources: the United Way, Contributions, Investments and Fees from Clients. There are, however, sizeable differences in the percentage of agencies receiving income from some of the sources. This is particularly true for Fees from Clients, which is a source of income for 99% of the participating Child and Family agencies but only 55% of the Child Welfare agencies. Purchase of Service/Third Party Payments from nongovernmental organizations is another source with a sizeable difference between the two types of agencies: nearly half (47%) of the Child and Family agencies receive income from this source as compared with a fourth (26%) of the Child Welfare agencies. Also, more of the Child and Family agencies than of the Child Welfare agencies receive money from the United Way (95% vs. 77%).

The last two columns of the table reveal that while the United Way is a major source of nongovernmental income for both types of agencies, it accounts for a much larger share of the total income for Child and Family agencies than for Child Welfare agencies, 37% and 9%, respectively. For Child Welfare agencies, taken as a group, the United Way contribution is actually matched by the income from Investments (9%). For Child and Family agencies, no other nongovernmental source of income comes even close to the contribution by the United Way. Sectarian Federations and Fees from Clients are a distant second and third at 8% and 7% of all income.

TABLE 2

SOURCES OF NONGOVERNMENTAL INCOME FOR TWO TYPES OF AGENCIES: CHILD WELFARE AND CHILD AND FAMILY, U.S. ONLY

| Source of Non-governmental Income | Percent of Agencies Reporting Any Income from Source | | Median Amount | | Median Percent of Agency Income | | Percent of All Income | |
|---|---|---|---|---|---|---|---|---|
| | Child Welfare (N = 121) | Child & Family (N = 81) | Child Welfare | Child & Family | Child Welfare | Child & Family | Child Welfare | Child & Family |
| United Way | 77% | 95% | $119,200 | $206,500 | 10% | 44% | 9% | 37% |
| Sectarian Federations | 21 | 37 | 81,850 | 107,000 | 7 | 17 | 2 | 8 |
| Contributions | 89 | 79 | 35,650 | 11,350 | 3 | 1 | 5 | 3 |
| Foundations | 39 | 33 | 28,500 | 7,025 | 1 | 1 | 3 | 1 |
| Investments | 87 | 79 | 83,700 | 18,450 | 8 | 2 | 9 | 5 |
| Reimbursements from Clients | 45 | 48 | 24,850 | 8,400 | 2 | 1 | 3 | 5 |
| Fees from Clients | 55 | 99 | 32,900 | 45,250 | 3 | 8 | 4 | 7 |
| Purchase of Service/Third Party Payments (from Non-governmental Organizations) | 26 | 47 | 14,000 | 11,650 | 1 | 2 | 1 | 2 |
| Other Nongovernmental Sources | 45 | 63 | 6,150 | 3,825 | 1 | 1 | 2 | 1 |
| Total Nongovernmental Income | 100% | 100% | $376,300 | $432,900 | 36% | 78% | 38% | 68% |

Table 3 presents the sources of governmental income for all U.S. agencies and analyzes the major sources of governmental income by type of agency. More than half (55%) of all income comes from governmental sources. Governmental income is separated into two major categories: Payments for Service and Other, which includes money from grants and special projects. Almost all agencies (94%) receive some income from governmental sources. Payments for Service is the most common type of governmental income, with 79% of the agencies receiving some money for this purpose. This category also represents the largest single component of agency income--governmental or nongovernmental--comprising 46% of all income.

An analysis of governmental income by type of agency reveals that almost all (98%) of the Child Welfare agencies receive income from governmental sources compared with 86% of the Child and Family agencies. Child Welfare agencies receive 62% of their income from governmental sources, while Child and Family agencies receive only 32% of their income from the government. This difference is a result of the interplay of two factors: more Child Welfare agencies receive Payments for Service (90% vs. 63% of the Child and Family agencies), and the median amount in that category is much higher for Child Welfare agencies ($625,800 vs. $158,900 for the Child and Family agencies). Thus, Payments for Service comprises 55% of the total income for the Child Welfare agencies and only 18% of the total income for Child and Family agencies.

Government payment for three specific services was inquired about in addition to the total amounts: day care, foster family care, and institutional care. These figures are presented for all U.S. agencies in Table 3. It is noteworthy that if an agency receives governmental funding for institutional or residential care, they usually receive a large portion of their total income for that service.

TABLE 3

BREAKDOWN OF GOVERNMENTAL INCOME,
U.S. AGENCIES (N = 202)

| *Source of Governmental Income* | *Percent of Agencies Reporting Any Income from Source* | *Median Amount* | *Median Percent of Agency Income* | *Percent of All Income* |
|---|---|---|---|---|
| Payments for Service | | | | |
| Day Care | 24% | $ 79,700 | 6% | 3% |
| Foster Family/Group Home Care | 49 | 169,650 | 11 | 16 |
| Institutional Care/ Residential Treatment | 44 | 496,275 | 42 | 19 |
| Total Payments for Service | 79 | 451,850 | 49 | 46 |
| Other Governmental Sources | 65 | 65,400 | 8 | 8 |
| Total Governmental Income | 94% | $457,700 | 50% | 55% |
| Child Welfare Agencies (N = 121) | | | | |
| Payments for Service | 90% | $625,800 | 62% | 55% |
| Other Governmental Sources | 62 | 41,800 | 3 | 6 |
| Total Governmental Income | 98% | $650,000 | 65% | 62% |
| Child and Family Agencies (N = 81) | | | | |
| Payments for Service | 63% | $158,900 | 18% | 18% |
| Other Governmental Sources | 69 | 127,750 | 18 | 14 |
| Total Governmental Income | 86% | $193,850 | 26 | 32% |

Table 4 reports the median income of agencies in the U.S. and Canada according to size of staff[1] and region. For example, in New England, there are 15 agencies with 25 or fewer employees, and the median income for these agencies is $326,400. Generally, as one would expect, the larger the staff size, the larger the median income. The West North Central is the one region that did not fully conform with this general pattern.

In terms of region, the Middle Atlantic and East North Central regions have median incomes higher than the national medians at all staff size categories. The New England and the combined East South Central and West South Central regions have lower medians in all categories of staff size. The other regions are mixed, that is, in some staff size categories they have higher medians, and in some, lower medians than the national figures.

The reader should note that agencies are not distributed evenly among the regions by the various staff sizes and this can produce some seeming anomalies. For instance, the East North Central region has a higher median income than the average of all U.S. participating agencies at each level of staff size, yet the overall median for all agencies in the East North Central region is lower than the median for all U.S. agencies. How can this be? Because the East North Central region has a greater number of smaller agencies than any of the other regions, and smaller agencies have smaller median incomes. It is important, therefore, for agencies to compare themselves with agencies of similar size in their region to avoid the potentially distorting effect of the uneven distribution of agencies of various sizes within a given region.

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[1] Includes all full-time professional staff plus one-half of part-time professional staff.

TABLE 4

MEDIAN INCOME BY SIZE OF STAFF AND REGION,
U.S. AND CANADA

| Region[a] | Number of Agencies | | | | Median Income | | | |
|---|---|---|---|---|---|---|---|---|
| | Size of Staff | | | All | Size of Staff | | | All |
| | <25 | 26-50 | >51 | | <25 | 26-50 | >51 | |
| New England | 15 | 4 | 8 | 27 | $326,400 | $ 870,400 | $1,382,700 | $ 536,900 |
| Middle Atlantic | 12 | 4 | 17 | 33 | 391,000 | 2,119,550 | 4,040,800 | 1,855,200 |
| East North Central | 18 | 23 | 16 | 57 | 357,800 | 1,027,700 | 2,185,350 | 941,900 |
| West North Central | 1 | 8 | 10 | 19 | 292,900 | 1,067,550 | 1,060,850 | 1,061,600 |
| South Atlantic | 8 | 9 | 6 | 23 | 276,200 | 868,400 | 2,419,500 | 767,500 |
| East South Central & West South Central | 12 | 4 | 4 | 20 | 213,750 | 905,000 | 1,190,500 | 328,950 |
| Mountain & Pacific | 3 | 10 | 10 | 23 | 630,300 | 872,050 | 1,430,950 | 1,196,200 |
| Total U.S. | 69 | 62 | 71 | 202 | $330,700 | $ 991,100 | $1,828,900 | $ 984,850 |
| Total Canada | 0 | 1 | 5 | 6 | - | $1,321,100 | $15,426,800 | $13,803,650 |

a CWLA regions comprising the following states:

New England: Maine, Vermont, New Hanpshire, Massachusetts, Connecticut and Rhode Island
Middle Atlantic: New York, New Jersey and Pennsylvania
East North Central: Ohio, Indiana, Illinois, Michigan and Wisconsin
West North Central: Missouri, Kansas, Iowa, Minnesota, Nebraska, North and South Dakota
South Atlantic: Delaware, Maryland, District of Columbia, West Virginia, Virginia, North Carolina, South Carolina, Georgia and Florida
East South Central: Tennessee, Kentucky, Mississippi, Alabama
West South Central: Louisiana, Arkansas, Texas and Oklahoma
Mountain: Arizona, Colorado, Wyoming, New Mexico, Utah, Nevada, Montana and Idaho
Pacific: California, Oregon, Washington, Alaska and Hawaii

Some of the regions have been combined because they contained few agencies.

TABLE 5

PERCENT OF TOTAL INCOME FROM MAJOR SOURCES BY REGION,
U.S. AND CANADA

| Region | Governmental | United Way | Sectarian Funds | Investments | Client Fees & Reimbursements | Contributions |
|---|---|---|---|---|---|---|
| New England (N=27) | 49% | 14% | <1% | 20% | 8% | 5% |
| Middle Atlantic (N=33) | 78 | 7 | 2 | 4 | 2 | 2 |
| E. North Central (N=57) | 47 | 22 | 5 | 7 | 12 | 4 |
| W. North Central (N=19) | 48 | 22 | 3 | 9 | 8 | 6 |
| South Atlantic (N=23) | 37 | 33 | 9 | 3 | 11 | 5 |
| E. South Central (N=11) | 55 | 29 | <1 | 4 | 7 | 2 |
| W. South Central (N=9) | 9 | 25 | 5 | 30 | 21 | 5 |
| Mountain (N=7) | 76 | 10 | 4 | 2 | 2 | 5 |
| Pacific (N=16) | 37 | 10 | 2 | 9 | 12 | 14 |
| Total U.S. (N=202) | 55% | 16% | 4% | 8% | 8% | 5% |
| Total Canada (N=6) | 98% | <1% | 0 | <1% | 1% | <1% |

Table 5 presents the percent of total income from major sources by region in the U.S. and Canada. Eight of the nine regions receive the largest percentage of their income from the government, ranging from 37% for the Pacific and South Atlantic regions to 78% for the Middle Atlantic region. In contrast, the West South Central region receives only 9% of its income from governmental sources.

The United Way provides the second largest source of income for seven of the nine U.S. regions. The range is from 7% for the Middle Atlantic region to 33% for the South Atlantic region. Income from Sectarian Funds ranges from less than 1% for New England and the East South Central regions to 9% for the South Atlantic region.

Client Fees and Reimbursements are a primary source for only one region--the West South Central--which receives 21% of its income from this source. For the other regions, the range is from 2% to 12%. Contributions are a major source of income only for the Pacific region (14%).

The Canadian agencies receive almost all (98%) of their income from governmental sources, consequently very little comes from any of the other sources. This is in sharp contrast with the United States where, despite the fact that over half of the income does come from the government, nongovernmental sources of income are still quite important.

TABLE 6

MEDIAN PERCENT FROM MAJOR SOURCES BY AUSPICES,
U.S. AGENCIES (N = 202)

| *Source of Income* | *Non-sectarian (N = 143)* | *Sectarian* | | | *All Agencies (N = 202)* |
|---|---|---|---|---|---|
| | | *Protestant (N = 26)* | *Catholic (N = 13)* | *Jewish (N = 20)* | |
| United Way | 26% | 9% | 45% | 29% | 23% |
| Sectarian Federations | 2 | 7 | 5 | 20 | 10 |
| Contributions | 2 | 7 | 3 | 1 | 2 |
| Total Non-governmental Income | 53% | 35% | 58% | 79% | 53% |
| Total Governmental Income | 49% | 66% | 47% | 22% | 50% |

Table 6 presents the median percent of income received from major sources by auspices. Nonsectarian agencies constitute 71% of the U.S. sample. Understandably, then, except for sectarian funds, the findings for all U.S. agencies are heavily influenced by the figures for the nonsectarian agencies. Among the sectarian agencies some interesting differences exist. Compared to the other sectarian agencies, the Jewish agencies receive less of their income from the government and more of it from sectarian federations. The Protestant agencies receive more of their income from the government and less from the United Way than the others.

These findings are due at least in part to the fact that a greater proportion of the Protestant agencies than of the other auspices are Child Welfare agencies. The Catholic and Jewish groups, in contrast, have more Child and Family agencies. As we have already seen, these program distinctions are closely related to funding patterns, with greater government funding going to Child Welfare agencies and greater United Way and Sectarian funding to Child and Family agencies. A major factor in the sectarian differences in Table 6, then, is very likely the result of program differences among the groups.

The percentage of agencies of the various auspices receiving any money from each source and the median amounts received are not shown in Table 6, but they confirm the story told by the median percent figures. The Protestant and Jewish agencies are less likely to receive any funding from the United Way (65% of both groups receive some United Way assistance as opposed to 90% of the nonsectarian agencies and 85% of the Catholic agencies.) The Catholic agencies that receive money from the United Way receive on the average a considerably larger amount than do the other types of agencies.

All of the Jewish agencies, three-fourths of the Catholic agencies and half of the Protestant agencies receive some money from Sectarian Federations. In addition, the Jewish agencies receive a much larger average amount from sectarian funds.

While there is little difference in the proportion of agencies from each of the auspices that receive income from Contributions, the Protestant agencies receive a much larger average amount from that source than do the other types of agencies. Similarly, the difference in the level of governmental funding for Protestant agencies as opposed to the other auspices is not in the proportion of agencies receiving money from the government but in the much larger average amount received by the Protestant agencies.

Table 7 presents the percent of all income from various sources reported by U.S. agencies for five time periods over the past decade. The findings are given for all agencies and by type of agency.

The major trends revealed in Table 7 are that the proportion of all income deriving from governmental sources has increased steadily over the decade while the proportion deriving from the United Way has declined. The proportion of all income coming from the other sources shown in Table 7 has remained fairly stable or has decreased slightly over the decade.

Although the Child Welfare agencies and the Child and Family agencies differ considerably in the relative importance of United Way funding and governmental funding to their overall budgets, the trends of an increased governmental share and a decreased United Way share of their funding holds for both types of agencies. The increase in the proportion of governmental funding has been particularly marked for the Child and Family agencies.

The reader is cautioned that the figures in Table 7 are not based on a uniform group of agencies throughout the decade. Therefore, some of the fluctuations are undoubtedly due to differences in the sample composition from one survey period to the next. While not too much should be made of any specific biennial comparisons in the table, the major trends over the decade are clear: a greater proportion of agency funding is coming from the government and a smaller proportion is coming from all other sources, most notably the United Way.

TABLE 7

PERCENT OF ALL INCOME FROM VARIOUS SOURCES, U.S. AGENCIES 1970-80[a]

| Source of Income | All Agencies | | | | | Child Welfare | | | | | Child and Family | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 70-71 | 72-73 | 74-75 | 77-78 | 79-80 | 70-71 | 72-73 | 74-75 | 77-78 | 79-80 | 70-71 | 72-73 | 74-75 | 77-78 | 79-80 |
| United Way | 27% | 24% | 27% | 18% | 16% | 18%[b] | 16% | 12% | 10% | 9% | 46%[b] | 56% | 36%[b] | 32% | 37% |
| Sectarian Federations | 6 | 5 | | 4 | 4 | 4[b] | | 3 | 2 | 2 | 9[b] | | 10 | 7 | 8 |
| Contributions | 6 | 6 | 5 | 6 | 5 | 7 | 7 | 6 | 8 | 5 | 4 | 3 | 4 | 3 | 3 |
| Investments | 10 | 8 | 8 | 9 | 8 | 11 | 9 | 10 | 11 | 9 | 7 | 6 | 5 | 6 | 5 |
| Reimbursements from Clients and Fees from Clients | 12 | 7 | 6 | 6 | 7 | 12 | 6 | 5 | 5 | 7 | 11 | 9 | 8 | 8 | 12 |
| Total Governmental | 38 | 46 | 49 | 52 | 55 | 57[b] | 58 | 61 | 59 | 62 | 19[b] | --[c] | 31[b] | 41 | 32 |
| N's | 216 | 203 | 198 | 215 | 202 | 111 | 102 | 100 | 118 | 121 | 105 | 101 | 98 | 97 | 81 |

[a] Except as noted, all figures are from the CWLA biennial survey series on Sources of Agency Income.

[b] From the "Special Report on Funding of CWLA Voluntary Agency Members: 1960-1975," based on 91 Child Welfare agencies and 62 Child and Family agencies.

[c] Not available.

1-3/__ __ __

4-5/80

6-7/01

8-10/__ __ __

11-12/__ __

TOTAL INCOME, ALL U.S. AGENCIES (N = 204)
SOURCES OF INCOME FOR CURRENT PURPOSES

Agency _____ City _____ State _____

Income for fiscal year begun _____ and ended _____

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Be sure to report all income, restricted or unrestricted, received for current agency operation.

| | | ROUND FIGURES TO NEAREST DOLLAR | |
|---|---|---|---|
| **A. INCOME FROM NON-GOVERNMENTAL SOURCES** | | | |
| 1. Income from United Way. (Enter here all income actually received directly from chest or fund in year reported. Do not deduct any money actually received but returned at end of year.) | A-1 | $ 47,127,000 | 13-18 |
| 2. Income from Sectarian Federation(s). Enter here all income actually received from sectarian federation(s), regardless of source of income of federation. Do not deduct any money actually received but returned at end of year.) | A-2 | 10,963,100 | 19-24 |
| 3. Contributions, Gifts, Income from Independent Agency Fund-Raising Efforts (available for current purposes). | A-3 | 13,965,669 | 25-30 |
| 4. Grants from Foundations for Current Purposes. | A-4 | 6,342,780 | 31-36 |
| 5. Income for Current Purposes from Endowments, Other Agency Investments, or Trusts. | A-5 | 22,857,828 | 37-42 |
| 6. Reimbursements from Clients for Direct Care Costs. (Include reimbursements for foster care, day care, homemaker service or other direct care costs. Do not include fees for adoption, casework counseling or reimbursements received from public or voluntary agencies.) | A-6 | 10,343,400 | 43-48 |
| 7. Fees from Clients for Service. (Include fees received for adoption, casework counseling, etc.) | A-7 | 13,176,500 | 49-54 |
| 8. Reimbursements or Payments Received from Voluntary Agencies, Organizations, Insurance Carriers, or Individuals (other than clients and central fund-raising bodies). | A-8 | 4,514,789 | 55-60 |
| 9. Other. (Include dues from agency membership groups.) | A-9 | 4,310,314 | 61-66 |
| Total Income for Current Purposes from Non-Governmental Sources. (Total of A-1 through A-9) | A-10 | $ 133,601,580 | 67-72 |
| **B. INCOME FROM GOVERNMENTAL SOURCES** | | | 1-5 repeat 6-7/02 8-12 repeat |
| 1. Payments for Service on Case-by-Case Basis. | B-1 | $ 135,860,200 [a] | 13-18 |
| If possible please specify payments included in above total (B-1) for the following: | | | |
| a. Day care services | | $ 9,545,800 | 19-24 |
| b. Foster family or group home care | | 47,209,400 | 25-30 |
| c. Institutional care or residential treatment | | 55,952,500 | 31-36 |
| 2. All Other Income from Governmental Sources Not Covered by B-1 (including grants for research, special projects, or other purposes.) | B-2 | 24,407,528 | 37-42 |
| Total Income for Current Purposes from Governmental Sources (Total of B-1 and B-2) | B-3 | $ 162,123,628 [b] | 43-48 |
| **C. TOTAL INCOME FOR CURRENT PURPOSES FROM ALL SOURCES** (A-10 + B-3) | C | $ 295,724,708 | 49-54 |

[a] B-1a,b,c, do not total B-1 as agencies could either not specify payments or payments were for services not listed on survey.

[b] B-1 and B-2 do not total B-3 as two agencies could not specify their sources of governmental income.

CWLA